



5paisa

July 08, 2025

To, The Manager, Listing Department, BSE Limited, 1 st Floor, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai – 400 001. BSE Scrip Code: 540776	To, The Manager, Listing Department, The National Stock Exchange of India Limited, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051. NSE Symbol: 5PAISA
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Dear Sir / Madam,

Sub: Investor / Corporate Presentation on the Unaudited Financial Results (Standalone & Consolidated) for the quarter ended June 30, 2025.

Further to the approval of the Unaudited Financial Results (Standalone & Consolidated) for the quarter ended June 30, 2025, by the Board of Directors of the Company at its meeting held today i.e. Tuesday, July 08, 2025 and submission of the same with the Stock Exchanges, we enclose herewith Investor / Corporate Presentation related to these Financial Results that provides further insights into our financial performance.

We kindly request you to take the same on record.

Thanking You,
Yours faithfully,

For 5paisa Capital Limited

Namita Godbole
Company Secretary & Chief Compliance Officer
ICSI Membership No.: A21056
Email ID: csteam@5paisa.com

Encl: As above

5paisa Capital Limited

Registered Office: IIFL House, Sun Infotech Park, Road No.16V, Plot No. B-23, Wagle Estate, Thane – 400604
Tel.: +91 22 41035000 | E-mail: support@5paisa.com | Website: www.5paisa.com | CIN: L67190MH2007PLC289249



5paisa



Investor Presentation

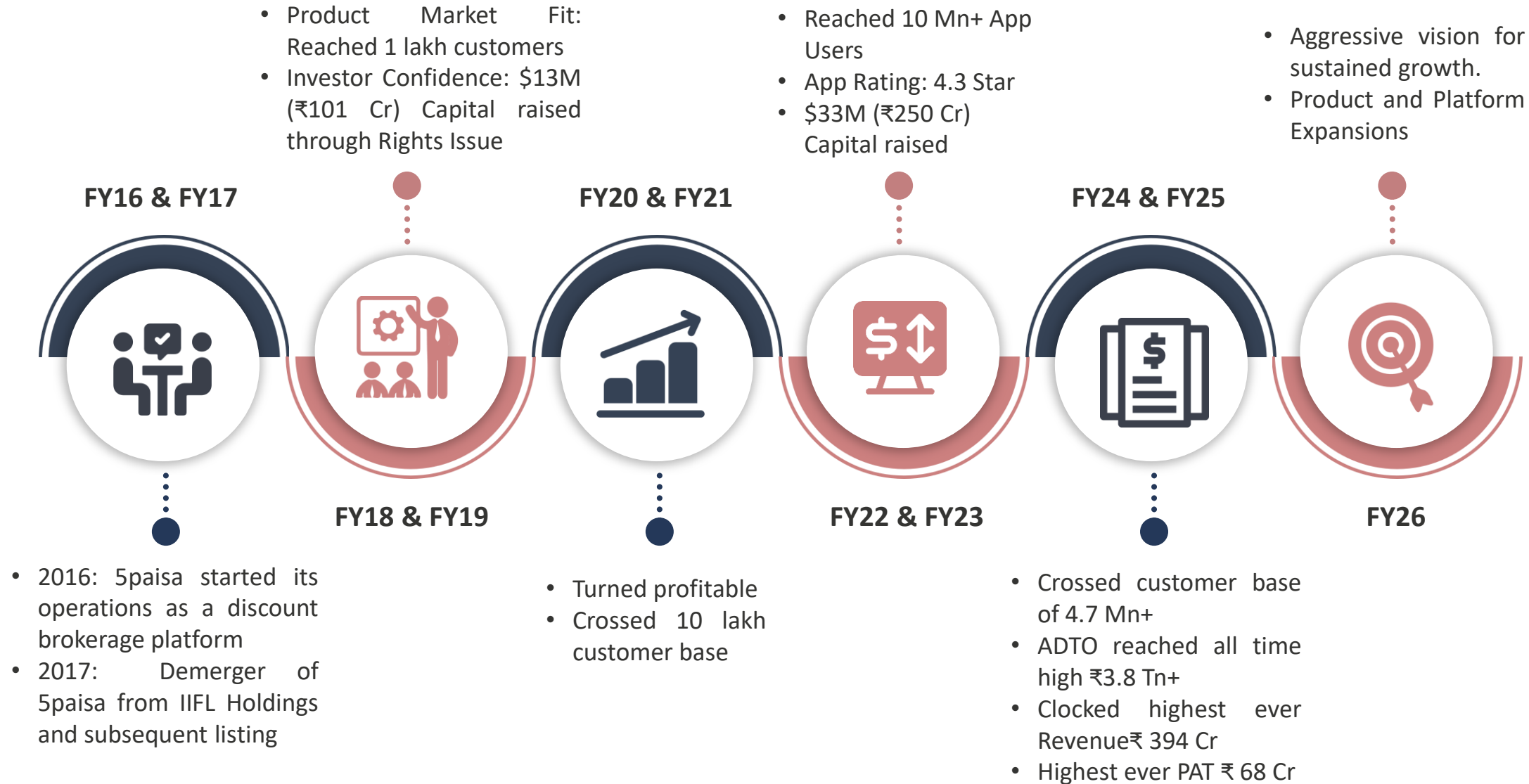


Quarter ended June 30th, 2025

Table of Contents



Our Journey so Far



Performance Snapshot – Q1FY26

Customer



Customer Base

49.1 lakh

+2% QoQ ↑



Customer Acquisition

0.80 lakh

-12% QoQ ↓



APP Users

22.3 Mn

+ 2% QoQ ↑

Financial



Revenue

₹ 778 Mn

+ 9% QoQ ↑



Broking Income

₹ 356 Mn

+ 4% QoQ



Profit after Tax

₹ 115 Mn

+15% QoQ ↑

Business



Average Daily Turnover (ADTO)¹

₹ 2.25 Tn

+17% QoQ ↑



Mutual Fund AUM

1573 Cr

+13% QoQ ↑



Average Client Funding Book

₹ 3,122 Mn

+20% QoQ ↑

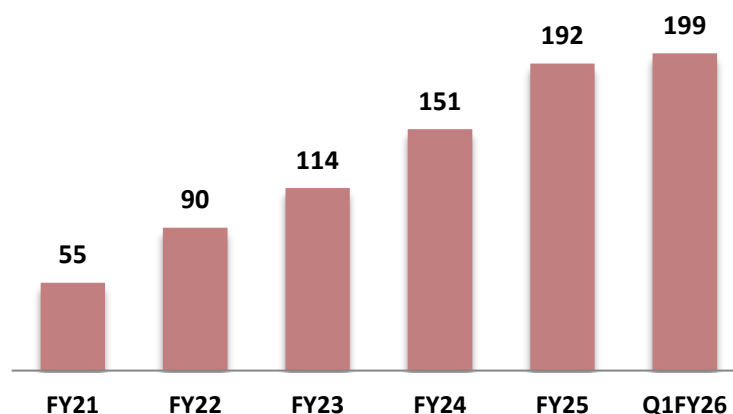
1. ADTO includes turnover in cash and futures, and notional turnover in options

Table of Contents



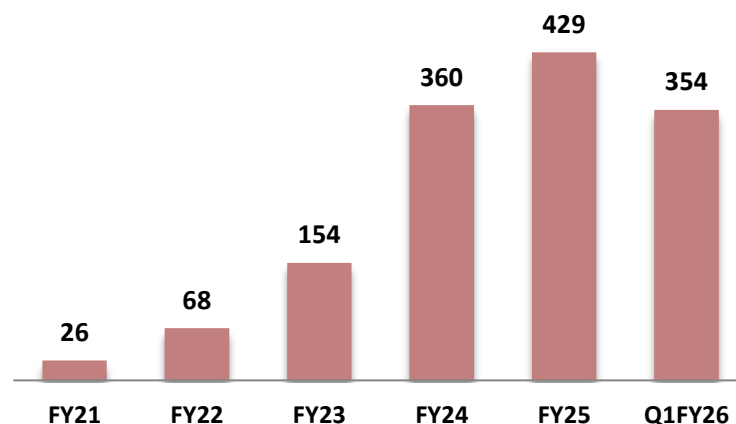
Consistent Surge in Participation

Demat Accounts Base¹ (in Mn)



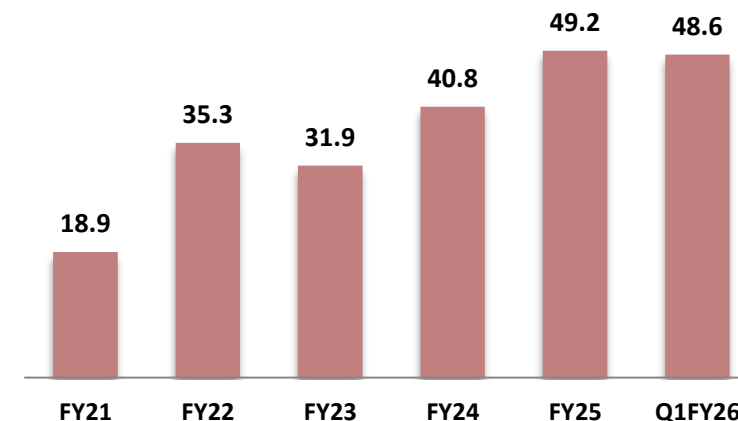
- 6.6 Mn¹ demat accounts have been opened in Q1FY26
- Rise in digitization, investor awareness, improved market access, and its relative performance has driven increased market participation

Derivative ADTO - Notional (in ₹ Tr)



- Derivative Average Daily Turnover (ADTO) has seen an exponential rise at 85% CAGR over the last 5 years
- However, recent quarters have seen a slight correction, driven by regulatory changes

Active Clients² (in Mn)



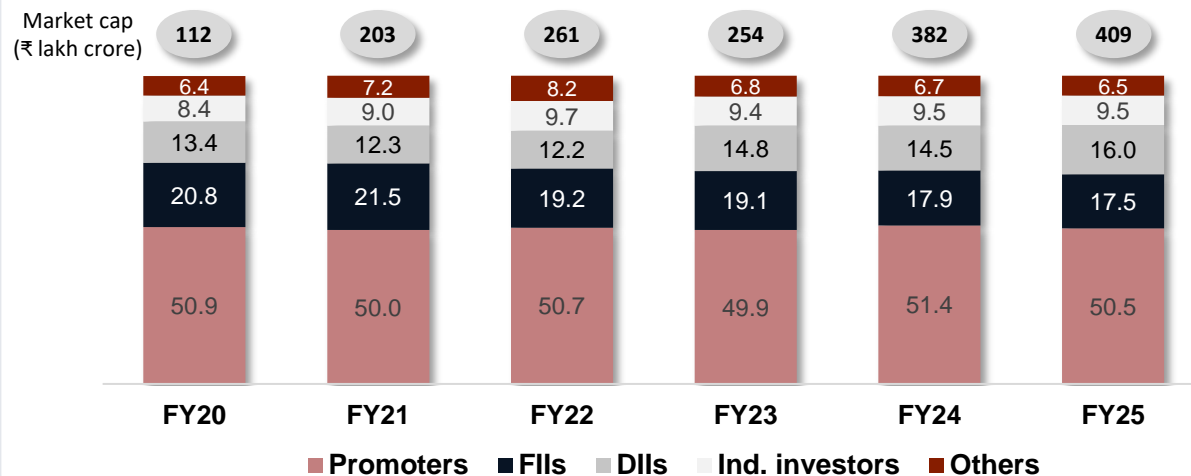
- Number of NSE Active clients has seen a 2.6X growth in the past 5 years
- After a slight dip in FY23, active NSE clients has surged to 48.6 million in May'25, highlighting sustained investor engagement and momentum

1. Q1FY26 figure estimated for NSDL as per data available till 31st May 2025

2. Data updated till 31st May 2025

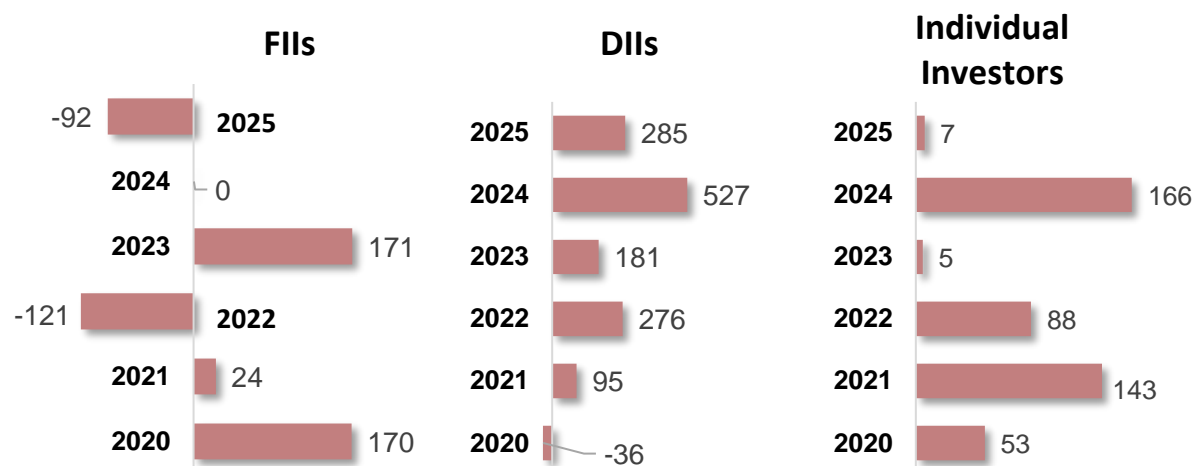
Ownership for DIIs & Retail on the Rise

Ownership trend in NSE listed universe (in %)



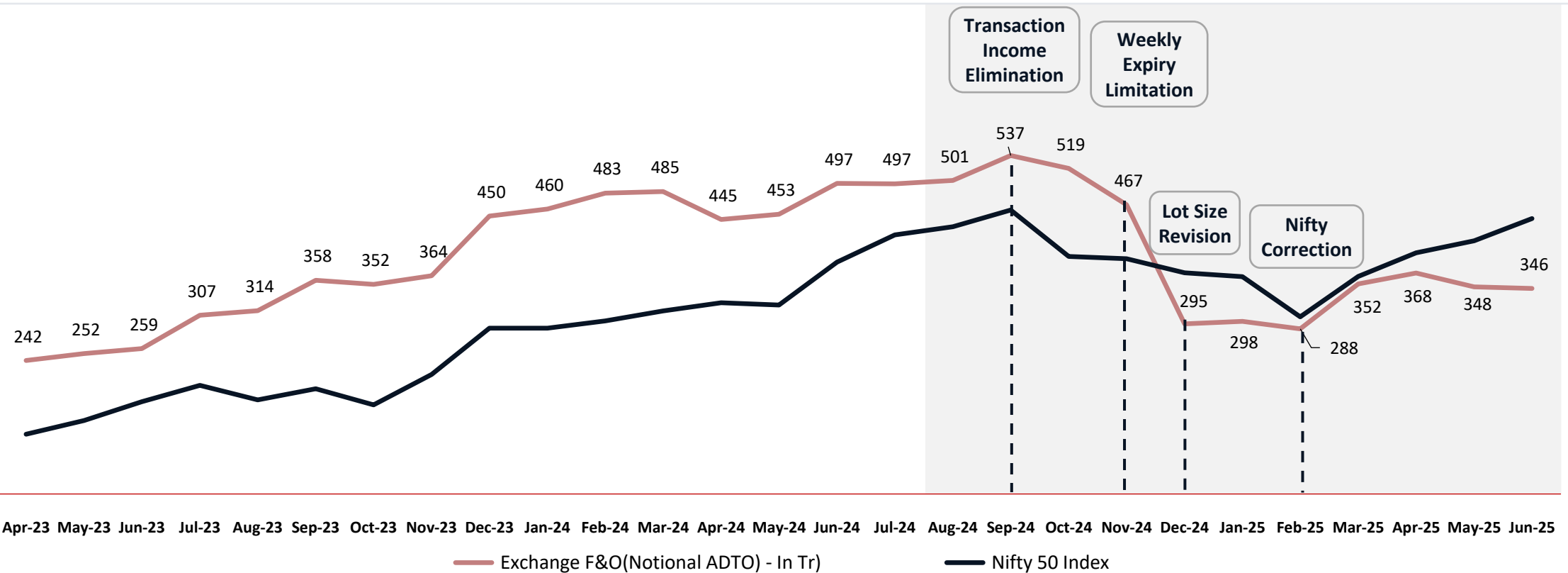
- Individual investors' direct holding in NSE listed companies grew from 8.4% to 9.5% over the last 5 years
- Aggregate value of holdings by individual investors has grown 2.1X to ₹ 39 lakh Cr as of Mar'25 over Mar'21

Net Inflows (in ₹ '000 Cr)*



- Even as FII contribution for inflow drops, DIIs and Individual investors continue to invest heavily in the Indian market
- Retail Investors through Direct & Indirect investments (through MFs) hold nearly 19.9% of the market (₹ 81 lakh Cr)

Settling Phase Post Regulatory Shift



- **Regulatory Changes:** Exchange ADTO peaked in Sep'24 but declined sharply due to regulatory changes and NIFTY correction
- **Trend Reversal:** Since February 2025, exchange ADTO has shown signs of recovery, supported by improved market sentiment as the NIFTY rebounded 16% from its February–March lows.

Table of Contents



Vision: To be the **first-choice** platform for traders and investors

Elevated Trading & Investing Experience

- **All in one Investment Platform** (Web, App, FnO360, tv.5paisa, Xstream) tailored to meet different trading needs
- **High-stability Platforms** with fast performance & minimal downtime
- **Algo Platform** Development
- **Higher Life-time value** with improved Payback period of acquired customers

Branding & Client Engagement

- **Distinctive value proposition**
- Consistent, **omni-channel** brand presence
- Faster **onboarding & digital engagement** journeys
- Real-time **client support**
- **Knowledge-sharing & structured learning** through FinSchool

Corporate Governance

- **Seasoned leadership** with deep expertise and Independent board
- **Strong compliance**, ethical practices & transparency
- **Net worth exceeds 40% of total client funds**, ensuring strong financial stability
- **Qualified Stockbroker** under SEBI's latest framework

Growth focused

- **Unlocking new markets** and deep focus on F&O
- **Focused strategies** to monetize 2nd-year and older client cohorts
- **Expanding wallet share** via Mutual Funds, MTF, etc.
- **Over 33% of workforce** in Technology and Product
- **22.2+ Mn App Installs** with 4.3 Star Rating



Strategic Outcome

1

Elevating User Experience

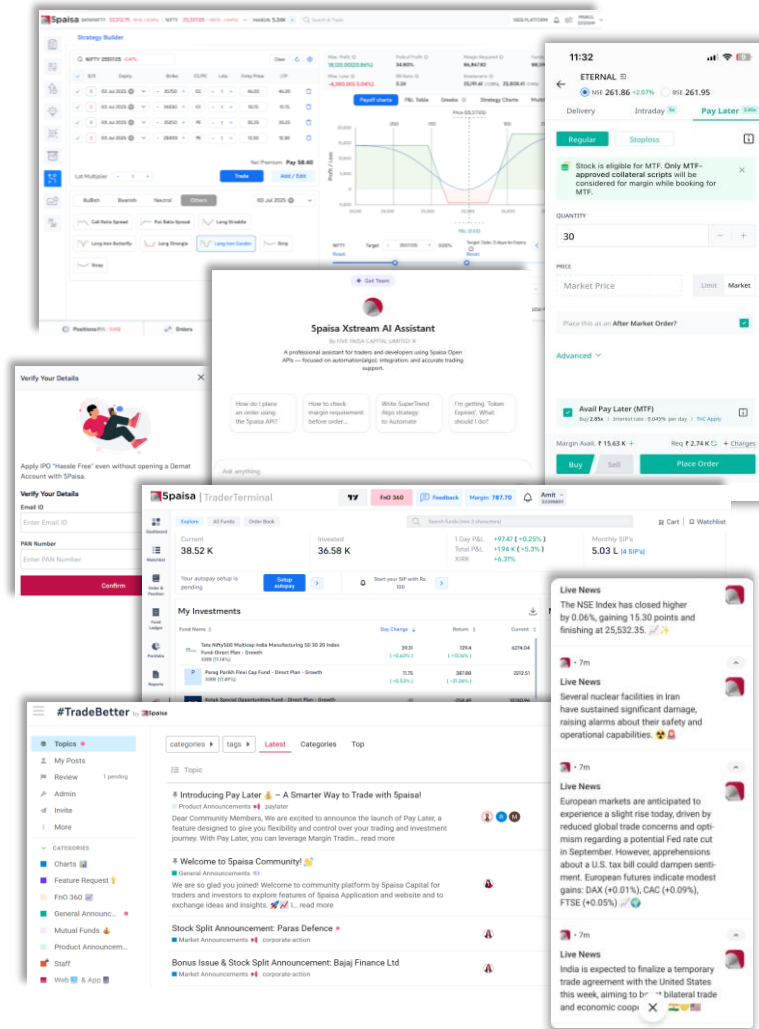
2

Brand Building

3

Enhances long-term stakeholder value

Elevated Trading Experience - Platform & Features



1

NXT Strategy builder



Empowers traders with ready-made strategies & rich analytics (Payoff, OI, Charts) for smarter F&O trades, boosting retention & volumes.

2

Pay Later - MTF



Enables clients to unlock collateral margin via MTF, boosting flexibility, capital efficiency, and transaction value.

3

Live News



Delivers real-time, AI-curated market news with emojis, enabling faster decision-making and increasing engagement

4

Xstream API - AI Assistant



AI-powered assistant (via ChatGPT) simplifies trading API integration for developers, accelerating fintech adoption and reducing technical support overheads

5

MF Web Revamp



Revamped Mutual Fund journey ensures intuitive navigation and quick transactions contributing to improved MF conversions and new investor onboarding

6

TradeBetter Community



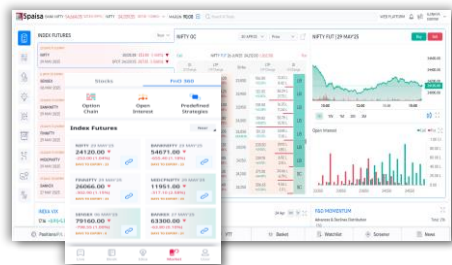
Built a trader-centric social platform within 5paisa to foster knowledge sharing, feature discovery and user-led growth boosting app engagement and brand loyalty

7

IPO Guest Journey



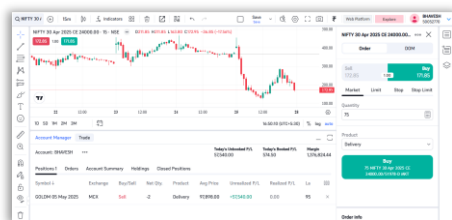
Enables non-account holders to apply for IPOs via 5paisa using their existing demat, expanding user acquisition funnel and capturing high-intent leads without onboarding friction



FnO 360

A cutting-edge platform tailored for derivatives traders

- Advanced Option Chain with Built-in Analytics
- Strategy Builder with Real-Time Payoff Graphs
- Comprehensive F&O Data: Stats, screeners, FII/DII activity, India VIX, and more



Trade from Charts

Seamless trading experience directly from your charts

- Execute & Manage Orders directly from the charts
- Monitor positions, orders, holdings, and account summaries with an intuitive drag-and-drop interface



Xstream API

The Ultimate Trading API Platform for Traders

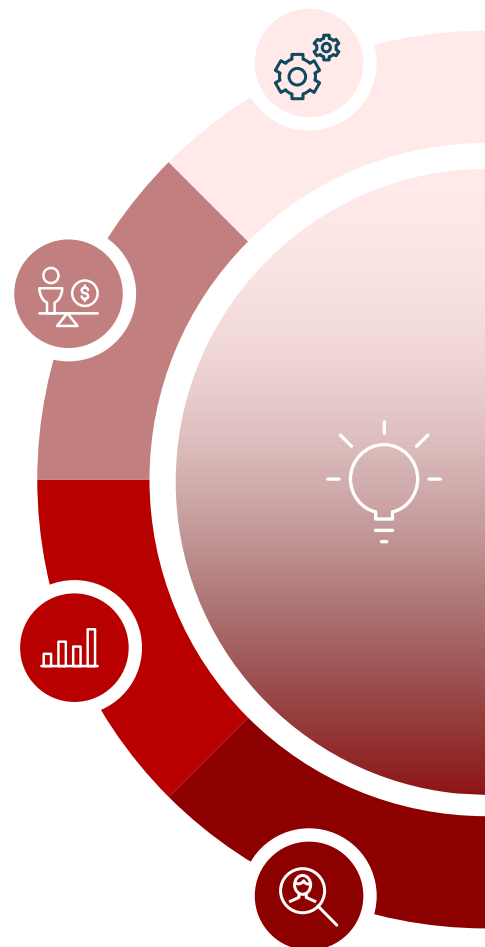
- Ensures quick and smooth trade execution
- Zero-Cost Access
- Access a wide range of APIs tailored for various trading needs



Trading Platform Partners

Integrated with many fintech platforms to enhance the trading experience

- Increased visibility & attract high-quality traders
- Elevate recognition & strengthen brand positioning
- Boost influence & footprint in the derivatives space



Redefining & Transforming Customer Service

App Rating
4.3
★★★★☆



CSAT
94%
👥

1

Playstore and Appstore Review



- Play Store & App Store ratings have remained stable at 4.2 star
- Successfully migrated from Android Native to Flutter which will improve efficiency and speed

2

CSAT (Customer Satisfaction Score)



- CSAT improved to an overall score of 94% in Q1FY26
- Strong focus on exceptional service and effectively meeting customer needs

3

FTR (First Time Resolution)



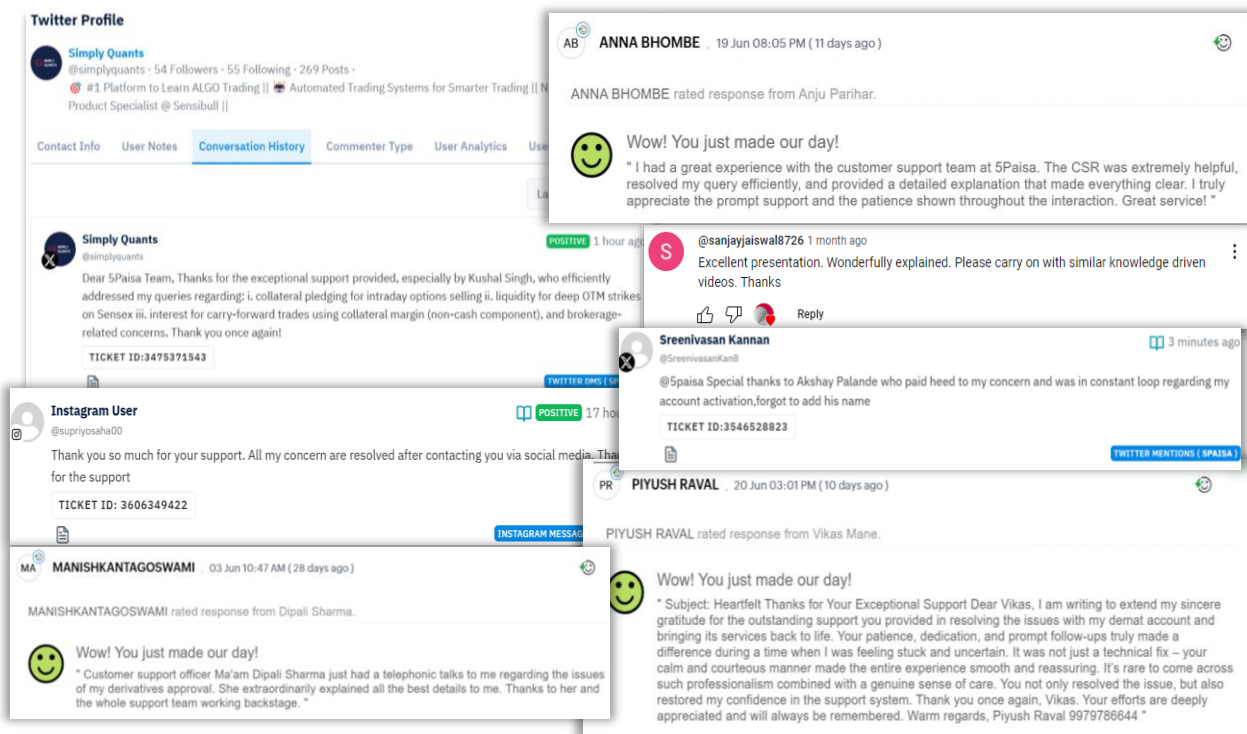
- FTR rate stands is above industry standards
- Reimagining service delivery with AI-led, single interaction query resolution and journey simplification

4

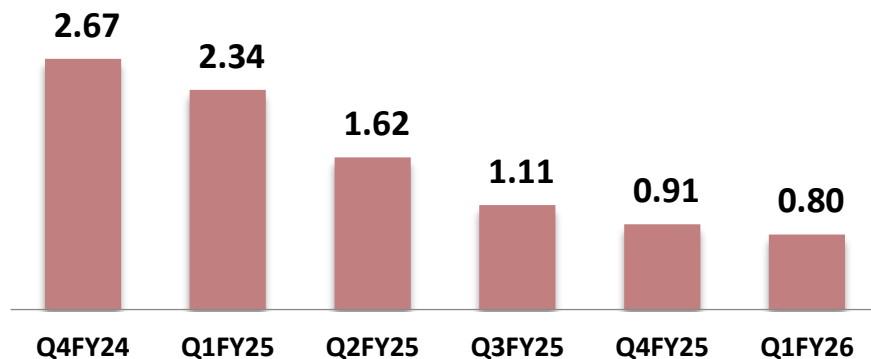
TAT (Turnaround Time)



- Delivered focused & timely resolution of customer complaints with effective objection handling to enhance the overall customer experience
- Fast-track complaint resolution with optimized turnaround times

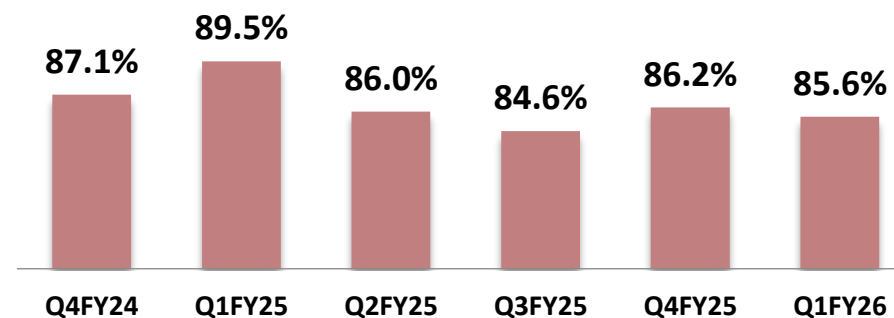


Client Acquisition (In Lakhs)



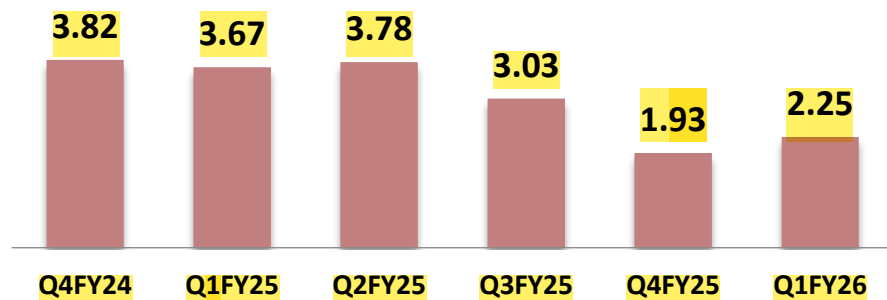
Total Client Acquisition: 0.80 lakh for Q1FY26 (Down 12% Q-o-Q)

STP – Acquisitions¹



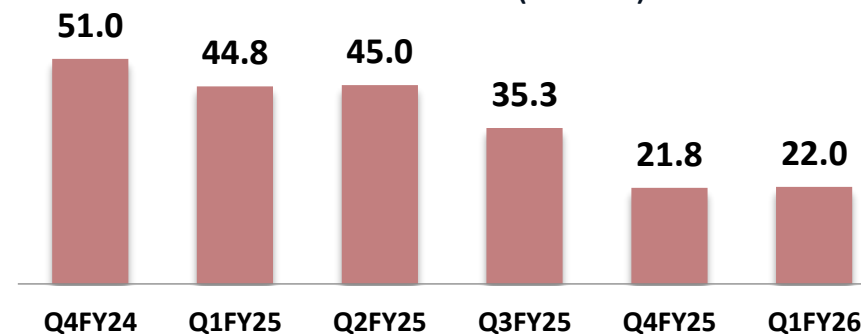
STP Acquisition: 85.6% for Q1FY26 (Down 1% Q-o-Q)

Avg. Daily Turnover – Total (In ₹ Tn)²



ADTO: ₹ 2.25 Tn for Q1FY26 (Up by 17% Q-o-Q)

Total Orders (in Mn)



Total Orders: 22.0 Mn for Q1FY26 (Up by 1% Q-o-Q)

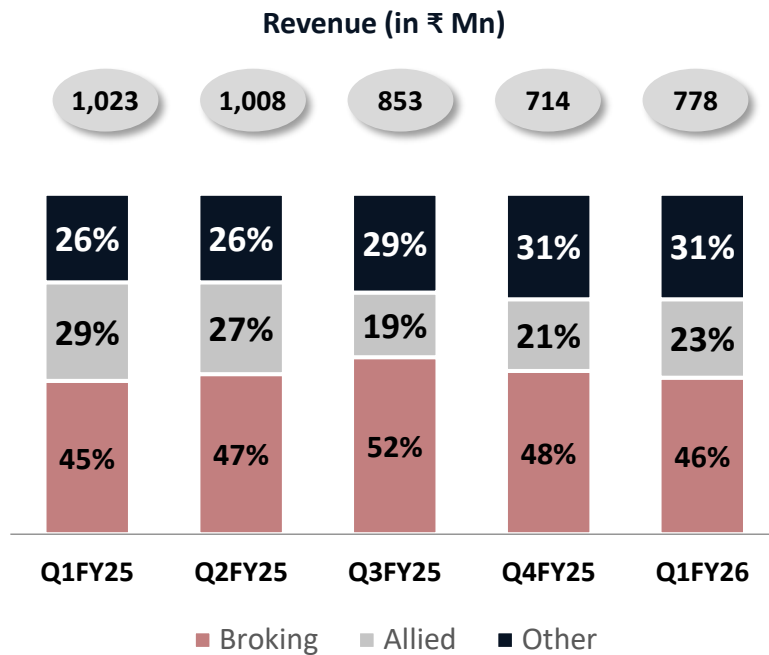
1. STP: Clients onboarded through digital platform without any intervention or any assistance
2. ADTO includes turnover in cash and futures, and notional turnover in options

Table of Contents



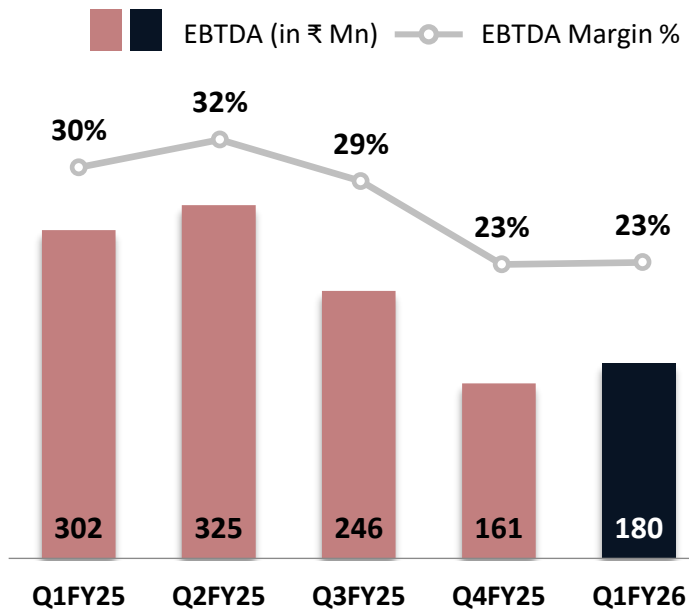
Consolidated Financial Performance

Gross Revenue & Revenue Mix



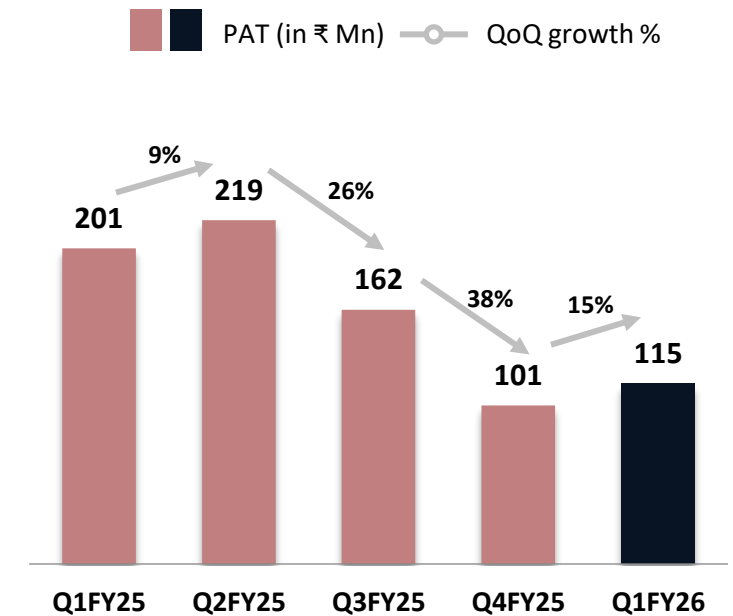
Revenue – ₹ 778 Mn for Q1F26
(Up 9% Q-o-Q)

EBDTA (In Mn) & EBDTA Margin (%)



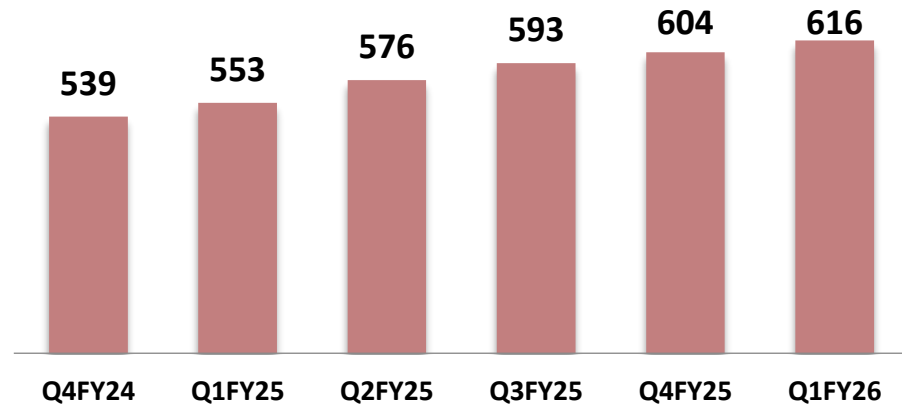
EBDTA – ₹ 180 Mn for Q1F26
(Up 12% Q-o-Q)

Profit after Tax (In ₹ Mn)

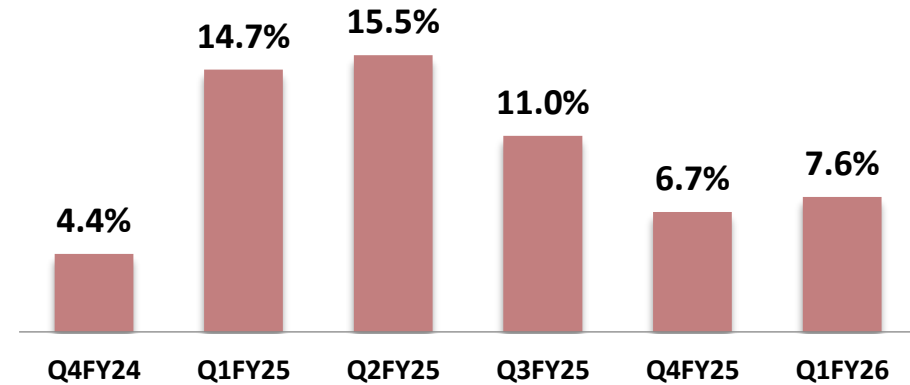


Profit After Tax – ₹ 115 Mn for
Q1FY26 (Up 15% Q-o-Q)

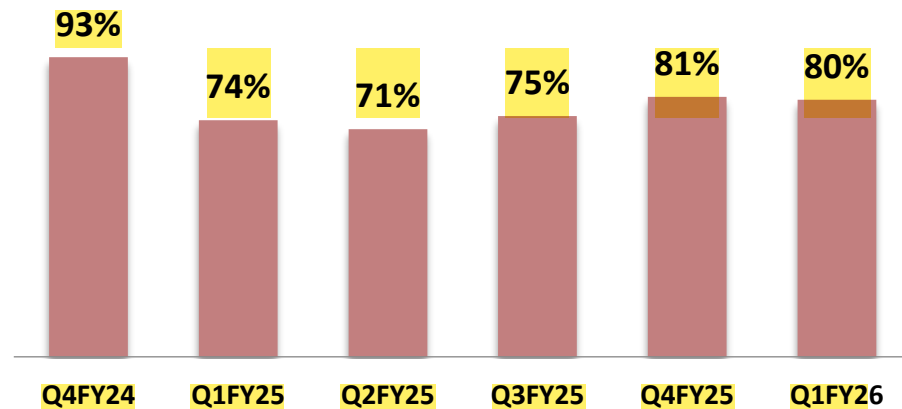
Net-worth (In ₹ Cr)



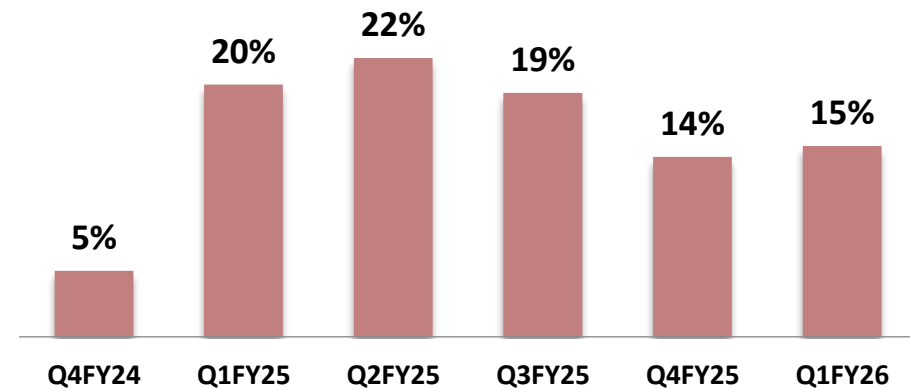
Return on Net Worth



Cost to Income ratio

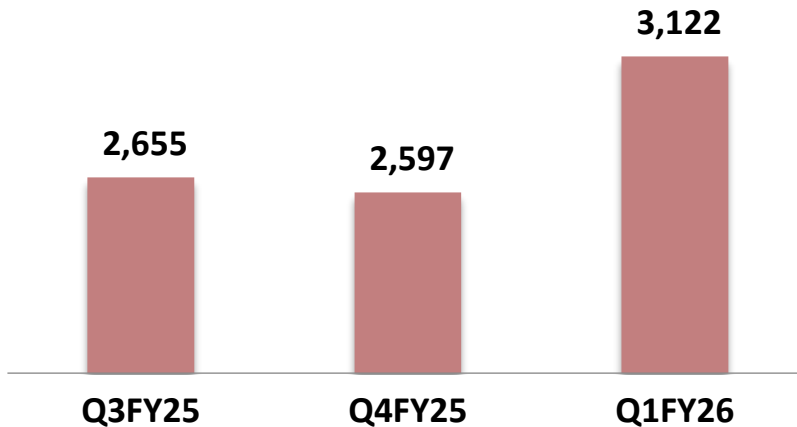


Net Profit Margins

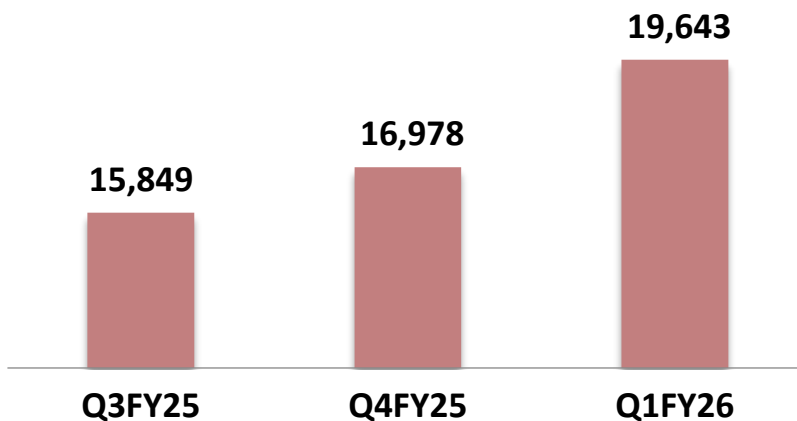


Client Funding Book Spread Over Wide Customer Base

Avg Client Funding Book Size (in ₹ Mn)



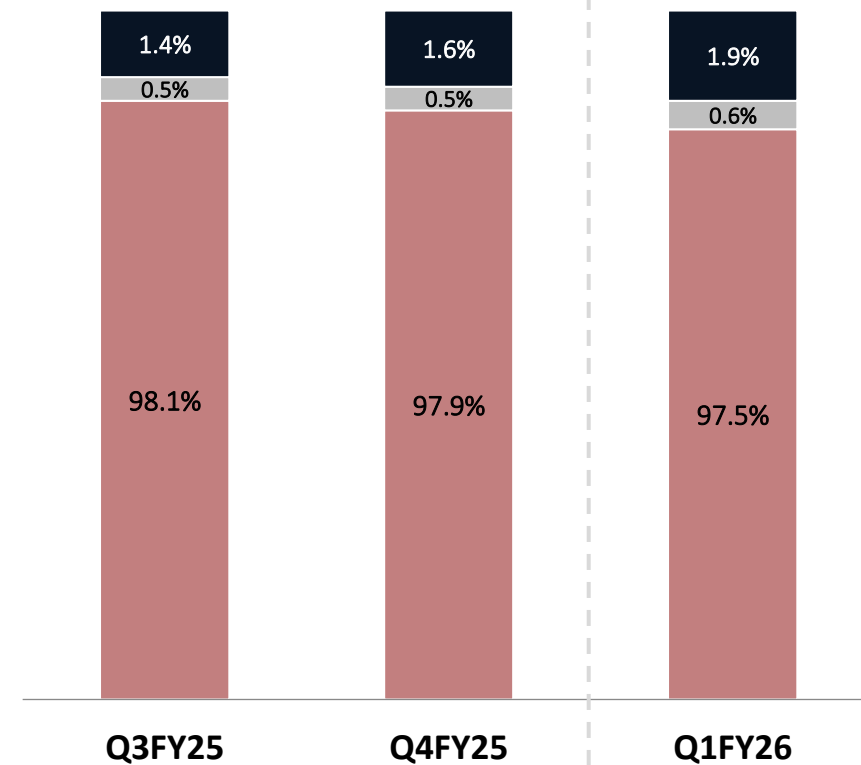
Low Per Client Exposure(In ₹)



Client Funding Book Segmentation

(% age of client using the facility)

■ Less than 50K ■ 50K to 1Lac ■ More than 1Lac



Consolidated P&L – Q1FY26

INR Million	Quarter Ended			Year Ended	Variances	
	Q1FY26	Q4FY25	Q1FY25	FY25	Q-o-Q	Y-o-Y
<u>A. Income From Operations</u>						
Brokerage Income	356	340	460	1,714	4%	-23%
Allied Broking Income	180	153	297	886	18%	-39%
Other Operating Income	242	221	266	998	9%	-9%
Total Income from operations (A)	778	714	1,023	3,598	9%	-24%
Employee benefits expenses	204	211	136	740	-3%	50%
Depreciation, amortisation & impairment	25	26	33	122	-5%	-24%
Finance cost	73	52	72	238	40%	2%
Others Expense	321	290	513	1,586	11%	-37%
Total Expenses (B)	623	579	754	2,686	7%	-17%
PBT	155	135	269	912	15%	-42%
Tax expense	40	34	68	230	16%	-42%
PAT	115	101	201	682	15%	-42%
<i>PAT margin %</i>	<i>15%</i>	<i>14%</i>	<i>20%</i>	<i>19%</i>	-	-
Other Comprehensive income *	0	0	1	2	36%	57%
Total Comprehensive Income for the Period	115	101	201	684	15%	-43%
Earnings Per Equity Share (EPS)						
Basic (In ₹)	3.70	3.22	6.43	21.86	15%	-42%
Diluted (In ₹)	3.68	3.22	6.37	21.79	15%	-42%

Q1FY25 includes positive impact of ₹ 86.6 Mn towards RSU/ESOP cost reversal.

*Amount is less than ₹ 0.01 million ,hence shown ₹ 0.00 million

Table of Contents



Environmental, Social & Governance (ESG)



Corporate Governance

- Smooth whistle blower policy adopted
- Experience and diverse Independent board of directors' structure
- Comply all SEBI/exchanges and other regulatory compliances
- Updating investors for all business decisions/actions through various modes on time



Human Capital

- Adopt all employee's welfare schemes (Gratuity, PF, Medical insurance etc.)
- Maintain gender diverse workplace with equal opportunities
- Policies of Code of Conduct & business ethics, prevention of Insider trading, Anti money laundering, Prevention of Sexual Harassment (PoSH) at workplace



Environmental Footprint

- 100% digital onboarding process & treatment of e-waste in environment friendly manner.
- Promote Tree plantation at all our premises & spread awareness to "Save water" among all employees
- Drive digitalization & promote electronically documentation



Information and Cyber Security

- Defense in Depth Security approach to safeguard information
- A comprehensive Cyber Security & Cyber Resilience framework, imbibing Industry best practices to cover all aspects of prevention
- Highly secured information systems with adequate controls in place
- Organization is ISO 27001:2013 Certified

Corporate Events & Employee Engagements

Client Awareness Events



Options Convention: A curated knowledge-driven event series tailored for derivative traders, enabling structured learning, peer engagement and exposure to practical strategies from seasoned traders and coaches

Employee Engagements



People-First Culture: Committed to fostering a workplace that's healthy, engaging, and inspiring - from Health Check-ups and Independence Day celebration to Internal Team Trainings and Reward & Recognition events.

Chairperson, Independent & Executive Directors



**Dr. Archana
Hingorani**

Chairperson and
Independent Director

- M.B.A. & (Ph.D. Finance) from University of Pittsburgh
- 33+ years of experience in the asset management business, teaching and research
- One of most influential woman in India
- Associated with the IL&FS Group till 2017 in various capacities



**Ms. Nirali
Sanghi**

Independent Director

- Bachelor in Economics & computer science and M.B.A. in Finance & Marketing
- Founder, CEO and president of India Parenting Pvt. Ltd.
- Previously served at Erstwhile Baring Brothers (New York), Citibank and The Boston Consulting Group (Mumbai)



**Mr. Milin
Mehta**

Independent Director

- Member of ICAI & Law Graduate with master's degree in commerce
- 3+ decades senior partner of K. C. Mehta & Co.
- Special invitee to Committee of ICAI for making a representation before CBDT on formation of the new Direct Tax Code



**Mr. Ravi
Garikipati**

Independent Director

- Entrepreneur and Technologist with 32+ years of experience
- Board member and active angel investor in many deep tech, fintech, and consumer tech startups
- Prior to Flipkart, he was the President and Chief Technology Officer at [24]7.ai



**Mr. Gaurav
Seth**

Managing Director & Chief
Executive Officer

- M.B.A. from Indian School of Business (ISB) and CFA Charter holder
- 25+ years of experience in financial services and technology spanning US, India and South-East Asia
- Previously worked at Syfe as the Chief Product Officer. Prior to that, served as Chief Business Officer at Paytm Money and VP (Digital Wealth) at Morgan Stanley



**Mr. Ameya
Agnihotri**

Whole-Time Director and
Chief Technology Officer

- Masters and Bachelor's degrees in Computer Application from the University of Pune
- 16+ years career, having worked with industry giants such as Paytm, Uber, Zeotap, Airpush and Pubmatic, where he held senior positions in the Engineering and Technology teams



**Mr. Gourav
Munjal**

Whole-Time Director and
Chief Financial Officer

- Member of ICAI , qualified company secretary (ICSI) & diploma holder in IFRS from ACCA
- 14+ years of experience in Finance, Accounts, Treasury, MIS , Cost control , Business strategy and process improvements
- Previously worked with IIFL Group

Core Management Team



**Ms. Namita
Godbole**

Company Secretary and
Compliance Officer

- Bachelors in Commerce and Member of ICSI
- 25+ years of experience in Stock Broking
- Formally worked with National Stock Exchange of India Limited and other leading stockbrokers – Prabhudas Lilladher, Sharekhan and Angel One



**Mr. Mehul
Jain**

Head of Product

- Bachelors in Banking & Insurance (BBI), & M.B.A. in Finance
- 15+ years of experience in Product Development (Stock broking)
- Served at Edelweiss Broking Ltd



**Mr. Lalit Babu
Lathe**

Head of Operations

- Bachelors in Commerce and MBA
- 19+ years of experience in Stock Broking Operations
- Formally worked with Upstox, Angel One, Yes Securities & Edelweiss Securities



**Mr. Mandar
Chavan**

Head of Risk
Management

- Holding Master's degree in Financial Analysis from ICFAI University and Post Graduation in Business Administration from Symbiosis (Pune)
- 19+ years of experience in Stock Broking
- Previously worked in profiles like Product, Risk Management and Channel Management at Kotak Securities Ltd.



**Mr. Sudhir
Jha**

Head of Business
Revenue

- Holding Master degree in financial Management from ICFAI Business School, Hyderabad
- 19+ years of valuable experience from Kotak Securities, ICICI Securities and Unicon Securities



**Ms. Rajeshree
Jadhav**

Head of Digital Sales

- Bachelor in Commerce and MBA in Finance
- Total work experience of 25 years of which 15 years in Customer Service and 5+ years in Digital Sales and activation
- Prior to 5Paisa, worked with ICICI Securities and Kotak Securities



**Mr. Dhruv
Kapadia**

Head of Customer
Service

- Bachelors in Business Administration (Finance)
- Over 6 years of experience in Customer Service and process optimization
- 5+ years tenure at Kotak Securities, with expertise in Process Excellence and Customer Service
- Prior to Kotak Securities, was working with Intelenet Global Services Ltd (now Teleperformance)

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Thank You
